

Message Text

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PAGE 01 ATHENS 01689 231214Z
ACTION FBOE-00

INFO OCT-01 EUR-12 ISO-00 USIA-15 SY-05 A-01 /034 W
-----231218 010676 /20

R 231123Z FEB 77
FM AMEMBASSY ATHENS
TO SECSTATE WASHDC 9233

UNCLAS ATHENS 1689

E.O. 11652: N/A
TAGS: ABLD, AFSP, ASEC
SUBJECT: PROPOSED SHORT TERM LEASE CHANCERY ANNEX

REF: (A) STATE 023565, (B) ATHENS 1465, (C) USIA 3712

1. POST HELD THREE HARD BARGAINING SESSIONS AND ALL POINTS IN
REFTEL A PLUS MANY OTHERS WERE RAISED TO OBTAIN CONCESSIONS
PERTAINING TO EFFECTIVE DATE OF LEASE. LESSOR'S POSITION IS
UNCOMPROMISING BECAUSE:

A) SINCE LAST OCTOBER THEY HAVE INSISTED LEASE MUST BE
SIGNED BY JANUARY 1, 1977

B) AS LEASE NOT SIGNED, WE FORFEITED CLAIM TO 6 WEEKS FREE RENT

C) RENT IS REASONABLE (SEE ATHENS 609)

D) REMODELING IS UNIQUE AND OUR CONCERN: ANY GREEK FIRM WOULD
REDECORATE AND TAKE POSSESSION FOR \$15,000, PROBABLY LESS

E) THEY HAVE OFFER FROM AGRICULTURAL BANK OF GREECE FOR 6-YEAR
LEASE AT MORE MONEY. THIS IS UNCONFIRMED BUT PROBABLY TRUE AS
COMMERCIAL SPACE IS AT A PREMIUM

F) LEASE PLAN B (SEE ATHENS 9984 OF 1976) OFFERED 4 YEAR'S
ADVANCE RENT WITH 10 PERCENT RENT REDUCTION. PER BASKEY, STANGE,
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PAGE 02 ATHENS 01689 231214Z

KEMPER TELECOMS OF SEPTEMBER 1976, WE REQUESTED AND RECEIVED SAME
10 PERCENT REDUCTION OFFERED IN PLAN B FOR 2 YEARS' ADVANCE
RENT ONLY. LESSORS HAD EXPECTED TO LEASE UNDER THIS MODIFIED
PLAN B (2 YEARS ADVANCE RENT) AND WERE DISMAYED WHEN WE OPTED
FOR PLAN A PROVIDING FOR QUARTERLY PAYMENTS

2. ULTIMATELY WE AGREED TO MODIFIED OPTION A WITH EFFECTIVE DATE

OF LEASE AND RENT SET FOR MARCH 1, 1977. THEY SEE THIS AS A GIFT OF 2 MONTHS' FREE RENT. LEASE BEING PREPARED NOW AND SHOULD BE SIGNED BY FRIDAY, FEBRUARY 25TH. THIS COULD BE DELAYED WHEN THEY SEE ACTUAL LEASE IN PRINT AND FURTHER DISCUSSIONS MAY BE REQUIRED TO SETTLE MINOR ISSUES BUT EFFECTIVE DATE WILL REMAIN MARCH FIRST

3. DISCUSSIONS WITH LESSORS LED TO SURPRISING DEVELOPMENTS CONCERNING RIGHTS OF OWNERS OF TOP TWO FLOORS, I.E., THEY HAVE COMPLETE CONTROL OF ROOF AND RIGHTS TO COMMON AREAS ON OUR FLOORS. THREE GIVE AND TAKE SESSIONS WERE HELD WITH THESE OWNERS AND RESIDENTS OF LEASED APARTMENTS AND ALL PROBLEMS WERE RESOLVED. CONCESSIONS AND CONCURRENCES BY BOTH PARTIES TO BE CONFIRMED BY LETTER OF AGREEMENT. FYI, PRESENT OWNERS/RESIDENTS HAD STORMY 10-YEAR MARRIAGE WITH PREVIOUS LESSEE (AUSTRALIAN EMBASSY) AND BOTH PARTIES ARE PLEASED WITH LAST YEAR'S DIVORCE. AS NEWLY WEDS, EMBASSY ESTABLISHED GOOD RELATIONS, OUR PREVIOUS COST ESTIMATES REMAIN UNCHANGED AND THEY GAVE USIS PERMISSION TO INSTALL ROOF ANTENNAS. HOWEVER, WE LOSE SOME BASEMENT STORAGE SPACE NOW NEEDED FOR A/C CHILLER AND FIRE ESCAPE CHANGED TO DETACHABLE LADDERS TYPE PER REFTEL B

4. AS PER REFTEL C, EMBASSY SUGGESTS DELAY PURCHASE OF A/C EQUIPMENT UNTIL NOTIFIED LEASE AND LETTER OF AGREEMENT SIGNED. EMBASSY LEAVES DECISION TO SEEK MORE BIDS TO USIA AND FBO. WE ASSUME EQUIPMENT WILL BE AT BEST AVAILABLE PRICE AND CAPABLE OF ACCEPTABLE PERFORMANCE. WILL PROVIDE REQUESTED FUNDING DATA FOR AC UNIT WHEN SUPPLEMENTAL ADVICE OF ALLOTMENT RECEIVED

5. PER USIA'S 38297 OF 1976, OWNERS OF TOP FLOORS OFFERED LEASE
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PAGE 03 ATHENS 01689 231214Z

ALL 6 APARTMENTS BEGINNING SEPTEMBER 1977. RENT MUCH TOO HIGH BUT MAY BE SUBJECT TO NEGOTIATION. EMBASSY POSSIBLY INTERESTED AS QUARTERS FOR MSG (13 MAN UNIT) OR GRANSIET QUARTERS. WILL ADVISE PROGRESS, IF ANY.
KUBISCH

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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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